

Organic Producer Sales Summary

COUNTY WHERE BUSINESS IS LOCATED:

Washington State Department of Agriculture Organic Food Program (360) 902-1805 organic@agr.wa.gov

BUSINESS NAME	COUNTY WHERE BUSINESS IS LOCATED:	WSDA ORGANIC CERTIFICATION NUMBER	
Please complete the sections(s) below that pertains to your farming operation. If you market your crops directly to consumers, complete Section A. If you market your crops through wholesalers, complete Section B. If you market crops both directly to consumers and through wholesalers, complete both Section A. and Section B. respectively. Do not claim sales for the same product in both tables.			
Section A – DIRECT SALES and RETAIL STORE/RESTAURANT SALES. Check all boxes that apply to the type of Direct Sales and/or sales to retail stores and restaurants that you conduct and provide total 2005 income from these sources in the space provided. If your organic sales records are not kept in a manner that can be divided by sales type, please describe in the space provided below how your organic sales records are kept and how you calculated your total gross sales of organic products for the previous calendar year.			
Farmer's Market sales Total 2005 Sales: \$	Subscription sales (Committee Total 2005 Sales: \$		
U-Pick sales Total 2005 Sales: \$	Restaurant sales Total 2005 Sales: \$		
On-farm sales at roadside stands Total 2005 Sales: \$	Retail stores Total 2005 Sales: \$		
Mail order sales Total 2005 Sales: \$	Other (Please specify) Total 2005 Sales: \$		
	Total Organic Direct Sales	•	
Comments:			



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Section B – WHOLESALE SALES. List all organic crops and your annual wholesale sales of each crop in the space provided. All products listed on your Organic Food Certificate must be accounted for on this form. If a crop/product is listed on your certificate and you did not sell this product as "organic" in the previous calendar year (*January 1 through December 31*), please indicate this by writing "No Sales" or "\$0.00" in the "\$ Sales Per Product" column below.

Organic Product	\$ Sales Per Product
Example #1: Gala apples	\$15,450.00
Example #2: Concord Grapes	\$25,875.00
Example #3: Milk	\$575,000.00
Total Organic Wholesale Sales	\$
Total 2005 Sales of Organic Food Products (Total Organic Direct Sales + Total Organic Wholesale Sales)	\$

ALL RENEWAL APPLICATION MATERIALS MUST BE POSTMARKED BY FEBRUARY 1.